

**STATE UNIVERSITY OF NEW YORK
PROCUREMENT NUMBER T002940
HOSPITAL PREDICTIVE MODELING SERVICES**

Contract Period

The Contract will have an initial term of one year with an option to extend for one year.

Procurement Description

The State University of New York (SUNY) wishes to procure the services of a consulting firm with expertise in healthcare financial advisory and analysis, financial modeling and experience in New York State with understanding of current initiatives undertaken by New York State including DSRIP, to create a predictive financial model to analyze the financial effects of changes in state and federal reimbursement, especially focused on, but not limited to, possible changes in Medicaid Disproportionate Share Hospital (DSH) funding, the Accountable Care Act, Health Home, DSRIP and New York State Medicaid Redesign.

The State University hospitals, which are all part of the larger State University Health Science Centers at Brooklyn, Stony Brook and Syracuse, serve large numbers of Medicaid and uninsured patients and, as a result, the Medicaid DSH Program revenue stream and Medicaid reimbursement are critical to their continued viability. The SUNY hospitals support the educational mission of the health science centers with, among other things, training opportunities and financial support.

SUNY needs a financial model that can assist in planning for possible changes in hospital funding sources and in reimbursement models. SUNY has set a priority for a financial model for its University Hospital in Brooklyn (UHB) but intends that the model be adaptable to its other two hospitals. SUNY is specifically interested in obtaining a model that can lead to improved efficiency and performance for its hospitals. The urgency for obtaining the predictive model is apparent by considering the recent financial pressures imposed by the State of New York. In April 2015, a DSH payment was due to the SUNY hospitals from the Department of Health. Payment was delayed until August, 2015. The DSH payment that was due in October 2015 was split for two hospitals with a payment in December 2015 and a final payment by March 2016. The third hospital received its payment in December 2015. Delay in payment has significant adverse consequences to the cash flow of the SUNY hospitals. The Department of Health has proposed imposing a limit for the SUNY hospitals under DSH on the amount of State funding available for federal matching dollars. This proposal could result in a significant reduction of DSH funding. The State has also raised issues concerning other financial support required from the State for the SUNY hospitals. To allow SUNY and the State to appreciate how these financial changes will affect the SUNY hospitals preferably before the State finalizes its 2016-2017 budget, SUNY has an urgent need for the predictive model.

Scope of Services

The selected consultant will:

1. Conduct a situation assessment, collecting and analyzing past and budgeted financial and operational information from each of the three SUNY hospitals
2. Construct a financial model that permits SUNY to predict the effect of various changes to state and federal funding on cash flow and on operations both with respect to the hospital as a whole and by department or service line, as well as the effect on financial support to the educational mission
3. Test the financial model with input from UHB and SUNY Office of Hospitals and Health Affairs
4. Test the financial model with input from the other two SUNY hospitals
5. Train SUNY staff to use the model
6. Summarize and report insights with the delivery of the financial model

Contract Award

The State University of New York will make this award under its discretionary authority, pursuant to NYS Education Law §355(5) (b). There is no RFP or IFB. A sealed bid opening will not be held. Inquiries are to be

made by email only to jordan.lohre@suny.edu with a copy to kathleen.rowe@suny.edu. SUNY will make no reimbursement for travel or travel-related expenses. The University reserves the right to award no contract.

Proposals

Proposals are due by March 9, 2016, at 3:00 pm. Emailed or electronically submitted proposals **will not** be accepted. Mail four copies of your proposal to:

Jordan Lohre
Senior Contract Manager
Office of Business Operations & Procurement, S112
State University of New York
SUNY Plaza
Albany, New York 12246

STATE UNIVERSITY OF NEW YORK
MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES REQUIREMENTS
FOR COMMODITY AND SERVICE CONTRACTS

Consistent with the State University of New York's commitment to and in accordance with Article 15-A of the New York State Executive Law, contractors are required to ensure that good faith efforts are made to include meaningful participation by Minority and Women-Owned Business in SUNY's MWBE Program. These requirements apply to all SUNY commodity and service contracts in excess of \$25,000.

Receipt of MWBE documentation is required with submittal of a bid or proposal for commodities and services contracts. **The MWBE forms identified below must be submitted by all bidders.**

- a. MWBE Utilization Plan ([Form 7557-107](#)) provided by the University-wide MWBE Program Office.
- b. MWBE – EEO Staffing Plan ([Form 7557-108](#)) provided by the University-wide MWBE Program Office.
- c. Vendor/Contractor EEO Policy ([Form 7557-104](#)) provided by the University-wide MWBE Program Office.

If the MWBE participation rate on the MWBE Utilization Plan is below 30%, the contractor will receive a written notice of Utilization Plan deficiency from the campus within twenty (20) business days of its submission, as required under 5 NYCRR Part 142.6(c). The notice will include, but not be limited, to the following:

- a. A list of NYS certified MWBEs that the contractor could potentially use inside the work scope of the contract.
- b. A list of NYS certified MWBEs that the contractor could potentially use outside the work scope of the contract for the contractor's operation (i.e. office supplies, equipment, etc.).
- c. Any other information which the MWBE Program Coordinator determines to be relevant to developing an approvable MWBE Utilization Plan.

The contractor must respond to the notice of deficiency by submitting to the MWBE Program Coordinator a revised MWBE Utilization Plan within seven (7) business days, as required by 5 NYCRR Part 142.6 (e).

If the deficiency is not rectified and the MWBE participation rate on the MWBE Utilization Plan remains below 30%, the contractor should request a Waiver or Partial Waiver. The Waiver Request submitted by the contractor will include, but will not be limited, to the following:

- a. A request for partial or total waiver of MWBE goals as required by 5 NYCRR Part 142.6 (f) on a Request for Waiver form ([Form 7557-114](#)) provided by the University-wide MWBE Program Office.
- b. A copy of the deficient Utilization Plan.
- c. The contract's Scope of Work. If there are subcontracting opportunities, please provide documentation d, e, and f.
- d. Screenshot of search result for available MWBEs in NYS MWBE Directory.
<https://ny.newnycontracts.com/FrontEnd/VendorSearchPublic.asp?TN=ny&XID=447>
- e. Email blast sent to MWBEs on the list of search result. The email blast should notify the recipients the subcontracting opportunity and inquire as to their ability and interests in participating in the contract.
- f. Responses from email blast recipients.

Please submit the above documents with four copies of your proposal to:

State University of New York System Administration
Office of Business Operations & Procurement
Albany, New York 12246
Telephone (518) 320-1341
Email: jordan.lohre@suny.edu

Information regarding this legislation may be found at:

http://www.esd.ny.gov/MWBE/Data/Final_Proposed_MWBE_Regulation.pdf